



MONDAYCALL

QUICKFACTS

- Certified, experienced Salesforce.com consultants
- Best practice Salesforce.com implementations from start to finish
- 500 customers across over 20 industries worldwide
- Full range of Salesforce.com services for new and experienced customers



BENEFITS OF CONSULTING

- Done right the first time
- Rapid time to value
- Utilize best practices from over 1,700+ projects
- Deliver scalable solutions to meet future needs
- Get more from your technology investment

WINE INDUSTRY SERVICES

As with many other industries, the Wine Industry is leveraging technologies to gain a competitive advantage. Cloud computing is one of the most compelling areas, where companies can now get best of breed technology on a subscription basis without



making a large upfront investment in licenses and IT infrastructure. MondayCall has helped a number of companies in the Wine Industry better manage their business. MondayCall has worked with wineries, distributors, and suppliers in the space to optimize their customer relationships and build their business.

Salesforce and the Wine Industry

The Wine Industry has increased its sophistication. The traditional model of working with distributors has been supplemented with direct marketing to end consumers, including winery club memberships, winery visitor management, and Internet sales. Being able to know your end-consumer has become a distinct advantage for companies in this space. With Salesforce.com's Sales Cloud, Service Cloud, and Marketing Cloud offerings, Salesforce is poised to handle all of the critical flows and data tracking for customers and partners.

Salesforce.com is the leader in customer relationship management (CRM) cloud computing. Instituting a centralized CRM solution enables:

- Single view of customer, distributors and suppliers
- Ability to track revenue growth
- Manage pipeline of opportunities and forecast
- Grow relationships with customers in a systematic way
- Know your customers and partners better
- Access to information anywhere, anytime

How is MondayCall Different?

We are driven by and focused on the success of your business. We have a results-oriented culture that focuses on your business goals. Quite simply, your win is our win and we take all the necessary steps to make each engagement impactful to your bottom line.

WHY MONDAYCALL

- Experience:**
 Deployed over 1,700 Salesforce and Salesforce projects across 500+ customers
- Expertise:**
 Certified and experienced MondayCall consultants and developers including a team of Salesforce MVP's and leaders from Salesforce user groups
- Methodology:**
 Quickstart and Optimization projects utilize proven best practices to ensure success, on-time and on-budget
- Coverage:**
 MondayCall provides a full range of consulting and development services across the Salesforce platform and ecosystem ensuring that you have a total best of breed solution

Service Offerings

With its sophisticated reporting capabilities as well as third party AppExchange products, MondayCall can help set up ways to get better analytics so that you can forecast with better accuracy and gain insights from your data. You can track opportunities in your pipeline, run and track marketing campaigns, analyze sales by wine, by month, by territory and by distributor, and optimize allocations. MondayCall can help operationalize and automate key areas of the business, including:

- Wine club mailings
- Member management
- Promotions
- Order management
- Fulfillment and shipping
- Inventory allocation and depletion
- Production / yield management
- Customer and partner service



MondayCall has developed integrations with third party systems including inventory management, warehousing, enterprise resource planning (ERP), and financial systems. This enables a full 360 degree view of all participants in the chain for the sales, marketing, and operations team.

Using A Salesforce Partner

Salesforce is a flexible platform of applications, development platform and third party ecosystem of tools. MondayCall has the best practices experience of working with over 500 leading companies get the most from their investment. We help ensure that the system and architecture is done right the first time and matches your current and future business needs. We optimize your time to value significantly while ensuring that you have a solution that is effective and scalable.

Get Started Today!

Learn more about how MondayCall can help you make the most of your Salesforce.com investment. Please contact your MondayCall Account Manager or contact us directly at sales@mondaycall.com for more information.



MONDAYCALL

530 Howard St. Suite 470
 San Francisco, CA 94105
www.mondaycall.com
 888.958.6936

OVER **500**
 CUSTOMERS



9.6/10
 CSAT (CUSTOMER
 SATISFACTION)



5-STAR
 AVG RATING ON
 APPEXCHANGE